

DED UPDATE

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From the Director

HAPPY NEW YEAR!

On behalf of everyone at DED, I'd like to wish you a very happy, healthy and prosperous 2006. We have settled into our new office space quite nicely, and are geared up and ready for what we know will be a productive and exciting new year.

For starters, the County's new **Local Small Business Reserve Program (LSBRP)**, supported by the County Executive and recently approved by the County Council, became effective January 1, 2006.

The LSBRP was created to enhance the competitiveness of County-based small businesses by creating separately-defined County procurement opportunities for local small businesses. As of January 1st, local small businesses can bid for County contracts without competing with larger, more established businesses. The Program will be administered by DED.

Businesses are encouraged to visit www.montgomerycountymd.gov/LSBRP to learn more about the program, register, and/or to monitor county solicitations.

We also look forward to the opening of our newest business incubator in Wheaton within the next month, significant progress in development of the County's two new science and technology parks in Germantown and North Silver Spring, and to continuing our many targeted services and programs aimed at advancing business growth and success throughout the County.

Sincerely,
David W. Edgerley

Divisional News & Highlights

Business Incubator Network (John Korpela, Manager)

The County is preparing to open its third incubator at the Wheaton South Building, 11002 Veirs Mill Road, Seventh Floor, Wheaton, MD 20902. Renovations at the 9,370 square foot Wheaton Incubator are nearly complete. The facility will offer a Class A interior finish, about 25-30 offices each wired and ready for tenant-supplied telephone and internet service, a kitchen, a conference room, several break-out rooms, and a copier/fax room. Parking is free. We are actively seeking quality tenants for this great new facility. Ideal candidates are small businesses currently located in the County in need of office space to support business growth and/or job creation. Professional services firms, government contractors, professional trades and associations, etc., may be well suited to the new Wheaton Incubator. All potential tenants must have a good business plan, sufficient capital and experienced management. Potential tenants will be prescreened, and if selected, will be required to present their business plan before a Tenant Review Committee. Tenants of the Wheaton Incubator, like those at the MTDC and SSIC, will have access to an array of resources, programming and networking services offered at all three facilities, including free weekly educational programs, a dedicated, on-site DED Business Development Representative, Jerry Godwin, an Incubator Tenant Services Coordinator, and access to SCORE/SBDC counselors. For more information or to obtain an application, please contact Ruth Semple at 240-453-8488 or at ruth.semple@montgomerycountymd.gov or email Jerry Godwin at jerry.godwin@montgomerycountymd.gov.

Marketing/Business Development (Robert McGlotten, Manager)

Between July and December 2005, the MBD Division generated over 197 new contacts, 28 new leads, 40 new prospects, and tracked over 90 new and/or expanded businesses in the County. Montgomery County companies making news include Germantown-based Proxy Aviation Systems, Inc., developers of fully autonomous, optionally piloted unmanned aircraft systems (UAS), recently named the Most Promising Newcomer of 2005 by Unmanned Vehicles Magazine and 20/20 GeneSystems Inc., headquartered in the County's Maryland Technology Development Center incubator in Rockville, for its acquisition of the exclusive rights from the University of Kentucky to a new blood test that has shown exceptional accuracy for early detection and screening of non-small cell lung cancer (NSCLC).

Small Business Services (Dr. DeVance Walker, Jr., Manager)

The updated **Small Business Resources and Programs Guide** is now available. This guide includes current information on the County's Regional Services Centers, technical assistance for businesses, contacts for county licenses and permits and area chambers of commerce, information on workforce development, financing and emergency assistance programs and services, and much more. To receive an email or hard copy of the Guide, email your request to devance.walker@montgomerycountymd.gov. Starting January 17th, the Guide will be available online at www.montgomerycountymd.gov/ded.

Upcoming Events & Announcements

GET READY FOR BIOSQUARE 2006!

DED is once again partnering with the Maryland Department of Business and Economic Development (DBED) and MdBio to sponsor state and county participation at the **BioSquare 2006** partnering conference being held **March 8-10, 2006 in Geneva, Switzerland.**

BioSquare 2006 is a unique platform allowing top management from biotech companies to meet with key research and business development executives from the pharmaceutical, nutraceutical, agriculture, food, and finance industries. At BioSquare 2005, 4,500 one-on-one partnering meetings took place.

As a result of our sponsorship this year, ten Maryland companies will receive a special early registration rate of €1,200 (approximately \$1,400) instead of the regular rate of €1,450 (approximately \$1,700) if they register by **Friday, January 13, 2006.**

For more information on BioSquare 2006 and/or to register, please go to <http://www.ebdgroup.com/biosquare>.

WHEATON'S REVIVAL CONTINUES!

Wheaton was recently designated by Maryland DBED as Montgomery County's 3rd Arts and Entertainment District, joining Bethesda and Silver Spring. In addition to making individual artists in the Wheaton area eligible for an income tax credit, this designation also provides for property tax credits for the renovation/development of cultural space.

For more information, please contact the Wheaton Redevelopment Program at 240-777-8121.

BUSINESS PLAN COMPETITION RETURNS!

Rockville Economic Development, Inc. (REDI) is hosting the third annual StartRight! Women's Business Plan Competition for women business owners in Maryland, Virginia, and Washington, DC. The competition encourages women entrepreneurs in the early stages of business development to create a detailed business plan.

The competition is open to businesses that are at least 51% women-owned, have been in business for two years or less, and qualified to operate in Maryland, D.C. or Virginia. Cash prizes and business-related services will be awarded at the Women in Business Conference and Tradeshow in March of 2006.

For more information, please go to www.RockvilleREDI.org or call REDI offices at (301) 315-8096.

For a complete listing of events, click on the Calendar of Events on DED's homepage at www.montgomerycountymd.gov/ded

*Send comments, suggestions or inquiries to:
DED.Update@montgomerycountymd.gov*

*For more information on DED or to view
issues of DED Update online visit:
www.montgomerycountymd.gov/ded*

Recent Attractions, Expansions & Relocations

- **Advanced Biosciences** – 70-employee Rockville-based biotech company, recently expanded by over 12K s.f. to 50K total s.f.
- **BioSET** – Attraction of 18-employee biotech company to 5,000 s.f. in Rockville.
- **Centex Homes** – Gaithersburg-based home builder, expanded by over 11K s.f.
- **CODA** – Research/survey company, expanded by over 2,700 s.f. to occupy total of 8,500 s.f. in Downtown Silver Spring.
- **Current Technologies** – Germantown IT/Broadband company, expanded by nearly 35K s.f. to accommodate 120+ employees.
- **DiskSite** – Israeli-based IT company, opened U.S. headquarters in Potomac.
- **Eureka Technology** – New IT company, leased 2,600 s.f. in Silver Spring.
- **Otsuka Pharmaceuticals** – Biotech company recently expanded by 25K s.f. in Rockville, for a total of 130K s.f. and 50 employees.
- **Tessella** – New 5-person IT company, took 1,000 s.f. in Chevy Chase.

Selected Facts & Figures

Biotech Remains Strong...

- **County Biotech companies raised a record \$600 million in private funding during 2005**
- **Germantown-based Avalon Pharmaceuticals successfully completed the 1st biotech IPO in Maryland in 5 years**

IT Growth Continues...

- **Bethesda-based industry leader Lockheed Martin increases its presence in the County with its recent acquisition of Aspen Systems**

Flourishing Federal Marketplace...

- **19 federal research and regulatory agencies**
- **Over 65K current federal workers – expected to increase to nearly 78K by 2020**
- **FY04 federal procurement was \$6.1 billion – a 34% increase over FY03 and an all-time County high**
- **Over 7 million s.f. of federally leased space in the County – nearly 60% in Rockville**